

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

هاني محمد سليمان القاضي

Hani M. S. Al-Kadi

Mobil # 0504 9876 25

Fax # 01 4793446

E-mail: hani_alkadi@yahoo.com

Career Objective & Target Job:

My Objective: Looking to be with teamwork in challengeable environment that needs innovation, creative, analytical and communication skills to develop projects and programs that support the business of the company, improve the efficiency & effectiveness, and satisfy its customers

Position Sought: **Business Development / Strategic Planning**

Work Experience:

In King Fahd University of Petroleum & Minerals (KFUPM): April 1996 up to Present:

1- Director, Business development Unit (BDU) September 2006 up to Present

My responsibilities & achievements are:

- Established the Business Development Unit at KFUPM.
- Responsible to cooperate with the academic colleges & departments at KFUPM to develop and market the BDU projects & activities:
<http://faculty.kfupm.edu.sa/MGM/alkadi/BDU.pps>
- Responsible to develop a strategic agreement between KFUPM and Saudi organizations.
- Responsible to cooperate with the [Personal Skills Program](#) at KFUPM to market its activities
- Responsible to cooperate with the [Dhahran Techno-Valley](#) at KFUPM to market its activities

2- Coordinator, Business development Unit (BDU) March 2002 to September 2006

My responsibilities & achievements were:

- Responsible to cooperate with the director of the Business Development Unit (BDU) to develop a plan for the BDU & develop its activities.
- Responsible to market the BDU projects & activities.
- Responsible to develop a strategic agreement between the Collage of Industrial Management, KFUPM and Saudi organizations.
- Developed [the Course Sponsorship Program](#).
- Marketed about 20 projects in the Course Sponsorship Program.
- Developed the BDU web site.

<http://faculty.kfupm.edu.sa/MGM/alkadi>

- Developed and updated our collage alumni database and Saudi business Database.

3 - Manager, Business Incubators Section – Research Institute, January 2001 to March 2002

My responsibilities & achievements were:

- Established a plan for Business Incubators section.
- Developed a marketing plan for Quality and Management Systems section, Center of Economics and Management Systems – Research Institute- KFUPM.
- I was the leader of the group who was responsible to develop human resource plan for The Center of Economics and Management Systems

4- Graduate Assistant at MGT & MKT Department – College of Industrial Management, Since April 1996

My responsibilities:

- Responsible to complete my MBA programs.
- Responsible to help students and faculty members in research and academic jobs.

Education:

1- King Fahd University of Petroleum & Minerals (KFUPM) May 2000
Eastern Province, Saudi Arabia

Degree: MBA (Master of Business Administration) with GPA 3.13 / 4

2- King Saud University June 1995
Riyadh, Saudi Arabia

Degree: Bachelors – Accounting with GPA 4.02 / 5

Skills:

- Communication skill
- Business analysis & development
- Self-Motivated
- Relationship builder
- Microsoft Office software & the Internet

References:

Name	Company / Institute	Position / Title	Contact Information
Mr. Khaled Al-Zamel	Collage of Industrial Management, KFUPM	Director, Business Incubator	Tel: 03 - 860 1028 alzamel@kfupm.edu.sa
Dr. Abdulaziz Al-Suwaiyan	King Fahd University of Petroleum & Minerals (KFUPM)	Vice Rector for Academic Affairs	Tel: 03 - 860 1200 suwayyan@kfupm.edu.sa
Dr. Aref Al-Ashban	Collage of Industrial Management, KFUPM	Dean, Collage of Industrial Management (2003 – 2006)	Tel: 03-860 2700 alashban@kfupm.edu.sa
Dr. Al-Hassan Abdul Muhmin	Collage of Industrial Management, KFUPM	Associate Professor	Tel: 03-860-4265 alhassan@kfupm.edu.sa

Curriculum Vitae

For

Hani M. S. Al-Kadi

Director, Business Development Unit (BDU)
King Fahd University of Petroleum & Minerals

Mobile: 966 504 9876 25

E-mail: hani_alkadi@yahoo.com

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